

Message Text

PAGE 01 STATE 181233

61

ORIGIN AF-18

INFO OCT-01 COME-00 CU-04 EB-11 USIE-00 ISO-00 RSC-01

PRS-01 PA-03 /039 R

66630

DRAFTED BY AF/W:ARMCKEE:JS

9/12/73 EXT 23468

APPROVED BY AF/W:ORAGGREY

AF/W:JLLOUGHHRANUSIA:IAA:JONES

COMM:BIC:USES(206):WWRIGHT

COMM:BIC:(264):MR. MILLER

CU/IVP/V:MTSOUVALAS

AF:DSPIGLERUSIA:IPS/PA MR STARBUK

COMM:BIC:TFIEDLER

COMM:BIC:RRYDLUN

COMM:BIC:287:MS.INOUSSA (INFO)

----- 076592

O 121947Z SEP 73

FM SECSTATE WASHDC

TO AMEMBASSY LAGOS IMMEDIATE

LIMITED OFFICIAL USE STATE 181233

E.O. 11652: N/A

TAGS: BTRA

SUBJECT: NIGERIAN-AMERICAN CHAMBER OF COMMERCE (NACC) TRADE MISSION

REF: LAGOS 7388 AND PREVIOUS

1. SUMMARY: ARRANGEMENTS BEING MADE FOR WASHINGTON NACC PROGRAM. NIGERIAN-AMERICAN CHAMBER OF COMMERCE, NEW YORK (NACC-NY) ASCERTAINING INTEREST OF NEW YORK BUSINESS COMMUNITY IN MEETING INDIVIDUAL NIGERIANS. NACC-NY, BANKERS TRUST, MOBIL, GOODRICH AND MACK TRUCK ARE EXTENDING HOSPITALITY TO GROUP, IN WHOLE OR PART. NIGERIAN MISSIONS NEW YORK AND WASHINGTON DECLINING COMMITMENTS PENDING RETURN
LIMITED OFFICIAL USE
LIMITED OFFICIAL USE

PAGE 02 STATE 181233

OF AMBASSADORS. HOLIDAY INNS HOSTING MEMPHIS VISIT THROUGHOUT. PHILLIPS CONFIRMS INVITATION TO TOUR/LUNCHEON IN HOUSTON, SPACE CENTER VISIT IS POSSIBLE AND HOUSTON CHAMBER OF COMMERCE COOPERATING IN OTHER BUSINESS ARRANGEMENTS. IN-

DEPENDENT NIGERIAN PROMOTER MAY INVITE NACC PARTICIPANTS TO JOIN OCT 10 SEMINAR IN CHICAGO. END SUMMARY.

2. PLANNING IS PROGRESSING FOR TRADE MISSION BY NACC, ALTHOUGH DETAILS NOT FINAL AT THIS POINT. FOLLOWING IS PROVIDED FOR EMBASSY'S SEPT. 13 NACC MEETING.

3. ANNOUNCEMENT OF MISSION'S VISIT, INTERESTS AND ITINERARY WAS PLACED IN SEPT 3 ISSUE OF COMMERCE TODAY, NAMING CONTACT IN DEPT OF COMMERCE. PROMISING RESPONSES WILL BE MADE AVAILABLE TO DELEGATION.

4. ESCORTS: MISSION WILL BE MET ON ARRIVAL SETP 23 BY DEPT OF STATE ESCORTS THEODORE HAUSER AND WILLIAM RAIFORD, WHO WILL REMAIN WITH GROUP UNTIL OCT 4 TO ASSIST IN MAKING LOCAL TRANSPORT ARRANGEMENTS, BUSINESS CONTACTS, SIGHT-SEEING, ETC.

5. SEPT 23-24, WASHINGTON: SCHEDULE BEING ARRANGED. ANTICIPATE MORNING BRIEFING BY APPROPRIATE USG AGENCIES AND AFTERNOON BRIEFING AT NIGERIAN EMBASSY. HOWEVER, LATTER HAS DECLINED TO MAKE FIRM COMMITMENTS TO US FOR BRIEFING OR POSSIBLE RECEPTION PENDING AMBASSADOR GARBA'S RETURN "SOMETIME NEXT WEEK," EMBASSY LAGOS MAY WISH TO SUGGEST TO NACC THAT IT APPROACH GARBA TO SEEK HIS SUPPORT FOR BRIEFING AND RECEPTION ON MONDAY, SEPT 24. SUNDAY AFTERNOON AND EVENING SEPT 23 WOULD BE FREE FOR SIGHTSEEING OR OTHER INDIVIDUAL ACTIVITIES.

6. SEPT 25, NEW YORK: NEW YORK CHAMBER OF COMMERCE AND INDUSTRY SENT MAILING TO ALL ITS MEMBERS ANNOUNCING TRADE MISSION BY GROUP OF NIGERIA'S "MOST IMPORTANT AND INFLUENTIAL BUSINESS LEADERS," LISTING NAMES AND BUSINESS INTERESTS SET FORTH IN LAGOS 6747, AND ENCLOSING POSTAGE-PAID RETURN CARDS THROUGH WHICH ADDRESSEES MIGHT EXPRESS INTEREST IN MEETING WITH SPECIFIC NIGERIAN PARTICIPANTS. ANTICIPATE THAT RESPONSES WILL BE COMMUNICATED TO TRADE
LIMITED OFFICIAL USE
LIMITED OFFICIAL USE

PAGE 03 STATE 181233

MISSION (FOR INDIVIDUAL FOLLOW-UP AS DESIRED) AT MAJOR LUNCHEON SEPT 25 AT HOTEL ST. REGIS, HOSTED BY NACC-NY TO MEET ITS MEMBERS. DEPT DISCUSSED WITH NACC-NY POSSIBLE DIFFICULTY WHICH COULD BE CAUSED BY 1035 ARRIVAL NEW YORK (LAGOS 6995), BUT NACC-NY CONCLUDED TIME INTERVAL ALLOWED BEFORE LUNCHEON WAS ADEQUATE; AFFAIR WILL PERMIT ESTABLISHMENT OF KEY CONTACTS WHICH MISSION MEMBERS MAY PURSUE DURING REMAINDER OF NEW YORK STAY. DEPT HAS URGED NACC-NY TO CONFIRM THESE ARRANGEMENTS DIRECTLY TO NACC AND ASSUMES THIS CORRESPONDENCE HAS TAKEN PLACE.

7. SEPT 26, NEW YORK: BANKERS TRUST COMPANY INVITES NACC

DELEGATION TO FINANCE SEMINAR AND LUNCHEON FROM 10:00 A.M. TO 2:00 P.M. AS CONCEIVED BY BANKERS TRUST, SEMINAR WOULD INCLUDE DISCUSSION OF INTERNATIONAL BANKING OPERATIONS, INTERNATIONAL MONETARY SITUATION, US ECONOMY AND ADVICE ON WHAT US BANKS CAN DO FOR NIGERIAN IMPORTERS AND EXPORTERS. BANKERS TRUST SEVENTH LARGEST US BANK, AFFILIATED WITH UBA AND PLANNING OPEN LAGOS BRANCH THIS FALL. SEMINAR/LUNCHEON BEING ORGANIZED BY JON SHEESER, WHO WILL BE ASSIGNED LAGOS OFFICE. PLEASE CONFIRM NACC'S ACCEPTANCE THIS INVITATION SOONEST THRU DEPT SO THAT WE MAY INFORM HOST. ARTHUR L. HASTINGS, INTERNATIONAL DEPT., B.F. GOODRICH CHEMICAL CO., CLEVELAND (LAGOS 6749) INVITES MESSRS. ADEJUMO AND OKUB-ANJO AND CHIEF UGOCHUKWU TO DINNER IN NEW YORK AT 7:00 P.M., SEPT 26 TO DISCUSS FIRM'S INTEREST IN CHEMICAL VENTURE IN NIGERIA. PLEASE CONFIRM THROUGH DEPT THAT INVITEES AGREEABLE.

8. SEPT 27, NEW YORK: (RASH HASHANA): MACK TRUCK INVITES MESSRS. IBE, OKAFOR AND BANK-ANTHONY TO MAKE HELICOPTER TRIP TO ALLENTOWN, PA. FACTORY FOR TOUR AND LUNCH AND RETURN TO NEW YORK. PLEASE CONVEY ACCEPTANCE THRU DEPT. SCHEDULE FOR REMAINDER OF GROUP FREE FOR INDIVIDUAL BUSINESS CONTACTS.

9. SEPT 28, NEW YORK: MOBIL OIL INVITING DELEGATION TO LUNCHEON 1:00-3:00 P.M. (WE UNDERSTAND INVITATION DELIVERED DIRECTLY IN LAGOS); REMAINDER OF DAY FREE FOR INDIVIDUAL BUSINESS CONTACTS. CONFIRM SOONEST THRU DEPT THAT MOBIL LUNCH ACCEPTED.

LIMITED OFFICIAL USE
LIMITED OFFICIAL USE

PAGE 04 STATE 181233

10. SEPT 29, NEW YORK: SATURDAY FREE FOR SIGHTSEEING OR OTHER INDIVIDUAL ACTIVITIES AS DESIRED.

11. OFFICIAL NIGERIAN ROLE, NEW YORK: DEPT HAS CONTACTED NIGERIAN CONSULATE-GENERAL AND MISSION TO UN CONCERNING VISIT. CONSULATE-GENERAL PREPARED PROVIDE "EVERY APPROPRIATE COURTESY," THOUGH HAS HAD NO DIRECT CORRESPONDENCE ON MISSION. UN MISSION SURMISED COMMUNICATION FROM NACC TO OGBU (LAGOS 6925) WAS PERSONAL LETTER WHICH PRESUMABLY AWAITING AMBASSADOR'S RETURN FROM LAGOS AT END THIS WEEK. BOTH MISSIONS EXPRESSED WILLINGNESS COORDINATE WITH NACC-NY, TO DETERMINE THEIR ROLE, BUT MADE NO COMMITMENTS. IT APPEARS NOTHING WILL BE SCHEDULED IN NEW YORK PENDING OGBU AND GARBA RETURN TO US.

12. SEPT 30-OCT 1, MEMPHIS: HOLIDAY INNS PLANNING MEET ON ARRIVAL AND HOST MISSION THROUGHOUT MEMPHIS STAY. FIRM WORKING CLOSELY WITH COMMERCE DISTRICT OFFICE AND WORLD TRADE COUNCIL OF MEMPHIS CHAMBER OF COMMERCE IN ARRANGING MAJOR SOCIAL FUNCTION INVOLVING LOCAL COMMUNITY AND BUSI-

NESS LEADERS. VISIT WILL INCLUDE TOUR OF HOME OFFICE OF "WORLD'S LARGEST HOTEL CHAIN" AND VISIT TO FIRM'S "UNIVERSITY" WHERE INTERNATIONAL STAFF TRAINED.

13. OCT 2, HOUSTON: DEPT IS DISCUSSING ARRANGEMENTS FOR EXPOSURE TO HOUSTON BUSINESS COMMUNITY WITH WORLD TRADE DEPT OF HOUSTON CHAMBER OF COMMERCE. CHAMBER ANTICIPATES PROVIDING BRIEFING TO DELEGATION DURING MORNING OF OCT 2, AND IS EXPLORING POSSIBILITY OF OTHER ACTIVITIES SUCH AS BOAT TOUR OF PORT. CHAMBER IS CONTACTING BROWN AND ROOT IN VIEW OGUNBANJO'S DIRECTORSHIP TO ASCERTAIN IF FIRM PREPARED ASSIST GROUP. CHAMBER ALSO PLACING ANNOUNCEMENT OF MISSION IN ITS NEWSLETTER AND WILL MAKE AVAILABLE TO NACC WHATEVER EXPRESSIONS OF INTEREST RESULT. MANAGER OF WORLD TRADE DEPT WARNS, HOWEVER, THAT HOUSTON PRINCIPALLY DISTRIBUTION CENTER FOR HEAVY INDUSTRY, MAINLY IN PETROLEUM FIELD, AND LOCAL BUSINESS CONTACTS NOT LIKELY TO BE PROMISING WITH RESPECT TO MANY INTERESTS STIPULATED BY MISSION MEMBERS. ANTICIPATE THAT FIRM PROPOSALS FROM CHAMBER WILL BE DEVELOPED BY LATE THIS WEEK.

LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 05 STATE 181233

14. OCT 3-4, HOUSTON: PHILLIPS PETROLEUM CONSIDERING OCT 3 HELICOPTER TOUR OF INDUSTRIAL DEVELOPMENTS ALONG HOUSTON SHIPS CHANNEL FOLLOWED BY LUNCHEON. DEPT HAS MADE ARRANGEMENTS FOR 2-HOUR VISIT TO JOHNSON SPACE CENTER OCT 4 AT 10:30 (CENTER IS APPROX. 25 MILES FROM HOUSTON, AND NO RPT NO NASA TRANSPORT FROM CITY IS AVAILABLE BUT DEPT ATTEMPTING ARRANGE COURTESY TRANSPORT THROUGH OIL COMPANY). PLEASE ADVISE IF GROUP AGREEABLE TO PROPOSED PHILLIPS AND SPACE CENTER ACTIVITIES. MOST OF SMALL REMAINING TIME IN HOUSTON WOULD BE LEFT FREE FOR SIGHTSEEING AND INDIVIDUAL BUSINESS CONTACTS. FYI: OCCIDENTAL ACTIVELY CONSIDERING GROUP HOSPITALITY IN HOUSTON AND WE ANTICIPATE HAVING FIRM INVITATION TO CONVEY WITHIN DAYS.

15. NO FIRM OFFERS OF GROUP HOSPITALITY HAVE YET RESULTED FROM DEPT CONTACTS WITH FARRELL LINES, FIRST CHICAGO INTERNATIONAL BANKING CORP., DRESSER INDUSTRIES OR GULF. AMERICAN INTERNATIONAL LIFE AGENCIES CORP. (WHOSE NIGERIAN OPERATION OGUNBANJO SERVES AS DIRECTOR) ADVISES FIRM HAS RECEIVED INVITATION TO OCT 25 NACC-NY LUNCHEON, AND IS INVITING OGUNBANJO ONLY TO LUNCH ON OCT 27. FIRM ADVISED DEPT ITS LAGOS REP UNDER INSTRUCTIONS TO RETRACT ANY INVITATIONS HE MAY HAVE EXTENDED ENTAILING HOSPITALITY TO ENTIRE GROUP.

16. FYI: OTHER BRIEFINGS BY COMMERCE DISTRICT OFFICES UNDER CONSIDERATION; WILL ADVISE.

17. FOLLOWING INFORMATION IS PROVIDED IN RESPONSE LAGOS

6925: CONTACT IN STATE AND FOR GENERAL OVERALL COORDINATION OF SCHEDULE IS ALAN MCKEE, AF/W, TELEPHONE (202) 632-3468 (OFFICE), (202) 363-6560 (HOME). COMMERCE CONTACT IS JOE MILLER, DIRECTOR, EXPORT MARKETING SECTION, DOMESTIC FIELD PROGRAMS DIV., OFFICE OF EXPORT DEVELOPMENT, TELEPHONE (202) 967-4311 (OFFICE). BEST PLACED CONTACT IN NEW YORK IS GIL WEINSTEIN, EXECUTIVE SECRETARY, NIGERIAN-AMERICAN CHAMBER OF COMMERCE, INC., 99 CHURCH STREET, NEW YORK 10007, N.Y., TELEPHONE (212) 766-1344. DEPT'S CONTACT IN HOUSTON IS FELIX PRIETO, MANAGER, WORLD TRADE DEPT., HOUSTON CHAMBER OF COMMERCE, P.O. BOX 53600, LIMITED OFFICIAL USE
LIMITED OFFICIAL USE

PAGE 06 STATE 181233

HOUSTON, TELEPHONE (713) 227-5111.

18. DEPT NOTES THAT PRINTED BROCHURE ON MISSION PREPARED IN LAGOS LISTS TWENTY-ONE PARTICIPANTS, OMITTING SIDI YERO FROM NAMES PROVIDED BY LAGOS 6747 AND ADDING CHIEF G.C. IKOKWU AND E.A. ESSIEN. WOULD APPRECIATE ANY ADDITIONAL BACKGROUND ON ADDED BUSINESSMEN AND CONFIRMATION PRESENT SIZE OF MISSION. ASSUME ADDITIONAL RESERVATIONS IN WASHINGTON AND NEW YORK REQUESTED BY LAGOS 7388 AND MADE BY DEPT REFLECT THIS INCREASE IN SIZE FROM 20 TO 21 MEMBERS. IS ONE PARTICIPANT NOT VISITING MEMPHIS AND HOUSTON?

19. DEPT UNDERSTANDS FROM PANAM THAT NACC RESERVATIONS MADE THROUGH SWISSAIR, BUT SWISSAIR WASHINGTON HAS NO RECORD. SWISSAIR NEW YORK CABLING THEIR LAGOS OFFICE TO CONFIRM THAT DOMESTIC RESERVATIONS MADE THERE. WITH RESPECT LONDON-WASHINGTON FLIGHT, PAN AM INDICATES AIRLINE HOLDING DOUBLE BOOKING FOR AT LEAST SOME MEMBERS OF PARTY UNDER INDIVIDUAL NAMES, ONE SET MADE IN AUGUST AND ANOTHER SEPT 3. SUGGEST NACC VERIFY AIR BOOKINGS THROUGHOUT ITINERARY ONCE MORE AND ADVISE US OF STATUS, IN ORDER TO FACILITATE ARRANGEMENTS FOR ESCORTS TRAVEL AND PROGRAM SCHEDULING. WHAT IS MEMPHIS-NEW ORLEANS CARRIER AND FLIGHT NUMBER?

20. EMBASSY MAY WISH TO STRESS ONCE MORE TO MISSION THAT NO RPT NO USG FUNDING BEING PROVIDED FOR THEIR MISSION (ASIDE FROM PROVISION OF ESCORT OFFICERS). PARTICIPANTS WILL BE OBLIGED ARRANGE LOCAL TRANSPORT, DEFRAID COSTS OF TRANSPORT, ACCOMMODATIONS AND MEALS, EXCEPT WHEN INCLUDED IN HOSPITALITY OFFERED BY US FIRMS. ALSO CAN MAKE NO ASSURANCES ABOUT EXTENT OF SPECIFIC BUSINESS CONTACT OPPORTUNITIES DEVELOPED BY COOPERATING CHAMBERS IN NEW YORK AND HOUSTON. MAY ALSO BE WISE TO ADMONISH GROUP TO RESPECT APPOINTMENTS AND SCHEDULE TO AVOID COMPROMISING GOODWILL NACC AND USG CURRENTLY ENJOY WITH COOPERATING US FIRMS.

21. DEPT HAS ALSO BEEN CONTACTED BY DAVID OLUPITAN (NI-

GERIAN-BORN US PERMANENT RESIDENT), DIRECTOR, NIGERIAN
AMERICAN TRADE DEVELOPER CORP., 7439 SOUTH ASHLAND AVE.,
CHICAGO, ILL

<< END OF DOCUMENT >>

Message Attributes

Automatic Decaptioning: X
Capture Date: 10 MAY 1999
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 12 SEP 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: collinp0
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973STATE181233
Document Source: ADS
Document Unique ID: 00
Drafter: AF/W:ARMCKEE:JS
Enclosure: n/a
Executive Order: N/A
Errors: n/a
Film Number: n/a
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19730963/abqceinx.tel
Line Count: 273
Locator: TEXT ON-LINE
Office: ORIGIN AF
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 5
Previous Channel Indicators:
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: LAGOS 7388 AND PREVIOUS
Review Action: RELEASED, APPROVED
Review Authority: collinp0
Review Comment: n/a
Review Content Flags: ANOMALY
Review Date: 10 JAN 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <10-Jan-2002 by willialc>; APPROVED <28 FEB 2002 by collinp0>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: NIGERIAN-AMERICAN CHAMBER OF COMMERCE (NACC) TRA- DE MISSION
TAGS: BTRA
To: LAGOS
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005